

Message Text

UNCLASSIFIED

PAGE 01 JAKART 09868 240323Z
ACTION COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 /021 W
-----034299 240327Z /66

P 210930Z JUL 78
FM AMEMBASSY JAKARTA
TO SECSTATE WASHDC PRIORITY 327

UNCLAS JAKARTA 9868

EO 11652: NA
TAGS: BEXP, ID
SUBJ: FSL E/C SPECIALISTS REGIONAL SEMINAR

REF: (A) STATE 173686, (B) JAKARTA 9514,

1. JAKARTA RECOMMENDS FOLLOWING TRAINING NEEDS BE COVERED
DURING THE REGIONAL SEMINAR.

2. TRADE OPPORTUNITIES - HOW TO SEEK OUT OPPORTUNITIES IN
THE PRIVATE SECTOR.

3. ADS-HOW TO FIND UNKNOWN FOREIGN FIRMS WHO MIGHT BE
INTERESTED IN BECOMING AGENTS OR DISTRIBUTORS.

4. WTDR-HOW TO ENCOURAGE SUSPICIOUS LOCAL FIRMS TO
COMPLETE WTDR REQUESTS SENT BY THE EMBASSY.

5. TRADE COMPLAINTS AND INQUIRIES - HOW TO SCREEN OUT THOSE
INQUIRIES WHICH ARE TOO SMALL IN VALUE OR WHO HAVE SMALL
PROBABILITY OF GETTING A RESPONSE FROM AMERICAN FIRMS.
DESCRIBE EXACTLY WHAT EMBASSY IS SUPPOSED TO DO TO HELP
AMERICANS AND FOREIGNERS WHO HAVE TRADE COMPLAINTS.

6. ESTABLISH AND MAINTAIN GOVERNMENT CONTACTS-
APPROACH AND TECHNIQUES OF MAINTAINING GOVERNMENT CON-
TACTS AND IDENTIFYING RELIABLE SOURCES.

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7. FOREIGN BUYER PROGRAM - HOW TO ENCOURAGE FOREIGN
BUYERS TO VISIT US INDUSTRIAL SHOWS WHEN LOCAL
BUSINESSMEN DO NOT UNDERSTAND BENEFIT OF VISITIN
THESE IMPORTANT TRADE EXHIBITIONS.

8. MARKET RESEARCH - TECHNIQUES AND METHODOLOGY

9. RESEARCH/WRITTEN REPORTS - HOW TO WRITE AIRGRAMS FOR
WASHINGTON CONSUMERS.

1. MAJOR PROJECTS - METHODOLOGY FOR EFFECTIVE MONITORING
AND PREPARATION OF CURRENT DATA AND INFORMATION ON
DEVELOPMENT STAGES OF MAJOR PROJECTS.
GARDNER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
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Draft Date: 21 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition History: n/a
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TAGS: ASEC, (NEWSOM, CATHERINE JEAN)
To: STATE
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